



JENNIFER M. GRANHOLM
GOVERNOR

STATE OF MICHIGAN
OFFICE OF FINANCIAL AND INSURANCE SERVICES
DEPARTMENT OF LABOR & ECONOMIC GROWTH
DAVID C. HOLLISTER, DIRECTOR

LINDA A. WATTERS
COMMISSIONER

Memorandum

DATE: April 1, 2004

TO: All Insurance Companies

FROM: Sonya W. Dungey
Director of Licensing

RE: Insurance Producer and Agency Qualifications and Appointments –
Property, Casualty, Credit, Variable Contracts

In conjunction with the progressive new appointment processing implemented by the Office of Financial and Insurance Services (OFIS), producers and solicitors who formerly held Multiple Lines Property & Casualty and/or both Casualty and Property now hold only separate Casualty and Property qualifications, appointments, and sponsorships. These lines are designated on the OFIS database as ML (Multiple Lines), CS (Casualty) and PR (Property). Any individuals or agencies holding ML as of March 1, 2002, were converted effective that date to CS and PR. After that date, licensees may be licensed for CS and PR, CS alone, or PR alone.

Regarding Credit Products (CP), only producers holding Mortgage Guaranty appointments were converted to the CP qualification. Producers holding Credit Life appointments prior to March 1, 2002, will continue to hold these appointments under the Life line of authority. Effective March 1, 2002, producers wishing to sell Credit Life will be required to hold the CP line of authority.

Variable Contracts (VC) was issued as a line of authority in Michigan until March 1, 2002. Since that date, VC has been issued as an appointment type only. A producer must hold a life qualification, appropriate NASD qualification, and existing or concurrent life appointment in order to be appointed for VC. Effective March 1, 2004, any remaining active VC **licenses** were made inactive. Any VC **appointments** existing on that date remain valid.

If you have any questions regarding our newly implemented revisions, please contact the Qualifications and Assessment Unit toll free at (877) 999-6442.